



CITY OF MOUNTAIN VIEW

FINANCE DEPARTMENT, PURCHASING SECTION

500 Castro Street, Second Floor

Mountain View, CA 94041

Proposal No. **R151008**

REQUEST FOR PROPOSAL

PROPOSAL CLOSING

DATE: 2/27/2015 at

4:00 p.m., Pacific Time

SUBJECT: Provide the City of Mountain View with proposals to furnish Wireless Mobile Broadband Data Equipment for the City.

Company: _____

Federal Tax I.D. No. _____

Street Address: _____

City: _____

State: _____ Zip Code: _____

Tel. No.: _____ Fax No.: _____

E-Mail: _____

Name: _____

[PRINT OR TYPE]

Signature*: _____

Title: _____

Date: _____

** **Authorized Signature:** The signer declares under penalty of perjury that she/he is authorized to sign this document and bind the company or organization to the terms of this agreement.*

ONLY PROPOSALS WITH AN ORIGINAL
SIGNATURE
WILL BE ACCEPTED.

This cover page must be completed and submitted as part of your proposal submittal.

FOR QUESTIONS REGARDING THIS REQUEST FOR QUALIFICATIONS, CONTACT:

CHRIS HARTJE, Supervising Buyer

TELEPHONE: (650) 903-6290

FAX: (650) 968-5472

chris.hartje@mountainview.gov

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I. BACKGROUND AND PROJECT OVERVIEW

The City of Mountain View, California (City), was incorporated in 1902. It is a municipal corporation of the State, located in Santa Clara County, California. Key service and other pertinent information on the City is summarized below:

- Governance Council/Manager form of government with a seven-member Council
- Clientele Estimated population of 75,000
- Service Area 12.2 square miles
- Employees 565 full-time equivalents and up to 58 hourly persons representing 11 departments.
- Fiscal Year 2014-15 Budget General Fund – \$97.57 million

Project overview: Provide wireless mobile broadband data equipment to be used in public safety vehicles to provide always-on data connectivity to the City's network and the relevant public safety systems used by first responders. Proposals are solicited in accordance with the terms, conditions, and instructions as set forth in this Request for Proposals (RFP).

II. RFP PROCESS

A. Invitation to Respond

The City of Mountain View is hereby contacting Proposers deemed most qualified to provide Wireless Mobile Broadband Data Equipment to the City.

Proposers should contact Chris Hartje, Supervising Buyer, via e-mail at chris.hartje@mountainview.gov if there are any questions regarding the RFP solicitation and process. Proposers and individuals associated with their firm may NOT contact City employees, their vendors, or elected City officials outside of the process identified.

Proposers are encouraged to initiate preparation of proposals immediately upon receipt of this RFP, so all relevant questions and information needs can be identified and answered and adequate time is available to prepare a comprehensive and complete proposal.

B. Issuing Office

The Finance and Administrative Services Department, Purchasing Section, is the Issuing Office for the City of Mountain View, California ("City" or "City of Mountain View"). Proposers who fail to notify the City with this information assume complete responsibility in the event that they do not receive communications prior to the closing date.

C. Schedule of Activities

The following table outlines the City's planned schedule of major activities related to the RFP distribution, proposal submission, evaluation, and selection processes. All times referenced are in Pacific Time.

	<u>Date</u>
1. RFP issued to prospective Proposers	2/11/2015
2. Last date for submission of written questions (5:00 p.m.)	2/20/2015
3. Proposal submission deadline (4:00 p.m.)	2/27/2015

The City reserves the right to amend the above schedule as necessary.

D. Preproposal Conference

A preproposal conference will NOT be held.

E. Questions

Proposers are responsible for reading carefully and understanding fully the terms and conditions of this RFP. Requests for clarification or additional information must be made in writing to the Supervising Buyer and received at the Purchasing Section office listed on the cover page no later than 5:00 p.m., Pacific Time, on February 20, 2015. Such requests should contain the following: "QUESTIONS: Wireless Mobile Broadband Data Equipment RFP." Only written communications relative to the RFP shall be considered. Hard copy, facsimile, and electronic mail are acceptable methods for submission of questions. It is incumbent upon Proposers to verify City receipt of their questions.

All questions will be answered in writing. Both questions and answers will be distributed, without identification of the inquirer(s), to all Proposers who

are on record with the evaluation committee as having received this RFP via an addendum. No oral communications can be relied upon for this Proposal.

To the extent that a question causes a change to any part of this RFP, an addendum shall be issued addressing such.

F. Clarifications

The City reserves the right to obtain clarification of any point in a Proposer's submittal or to obtain additional information necessary to properly evaluate a particular response. Failure of a vendor to respond to such a request for additional information or clarification may result in rejection of the vendor's proposal.

G. Submission of Proposals

1. Proposals shall be:

- a. Submitted in the format set forth herein;
- b. Made in the official name of the firm or individual under which the vendor's business is conducted (including the official business address);
- c. Cover page of this RFP signed by a person duly authorized to submit a proposal to this RFP solicitation;
- d. Submitted in envelopes clearly marked with the assigned RFP title and closing date/time referenced on the outside of the envelope (lower left corner);
- e. Addressed to Chris Hartje, Supervising Buyer, as identified on the cover page of this RFP.
- f. Proposers must submit one (1) original and three (3) copies of their proposal. Attachments shall be provided in the same manner. In addition, one (1) electronic CD-ROM disk (in PDF format) of proposer's entire presentation is required.

H. Closing Date

Proposals must arrive at the location, date, and time identified on the cover page of this RFP in the format set forth herein. There will be no public opening of the proposals. The names of Proposers will not be released.

I. Late Submissions

Proposers mailing proposals should allow sufficient mail delivery time to ensure timely receipt by the issuing office. Any proposal, modifications to submitted proposal, or request for withdrawal of proposal arriving after the closing date and time will be considered late and will not be accepted.. Delivery of the proposal to the specified location by the prescribed time and date is the sole responsibility of Proposers.

J. Economy of Preparation/Format of Proposal

Proposers shall prepare each proposal simply and economically, providing a straightforward, concise description of Proposers' offer and capabilities to satisfy the requirements of this RFP. Emphasis should be on completeness and clarity of content.

If, in the opinion of the City, a proposal contains false or misleading statements or references, it may be rejected.

K. Proprietary/Confidential Information

Any information submitted with a proposal is a public record subject to disclosure unless a specific exemption applies. If a Proposer submits information clearly marked proprietary or confidential, it will be treated with the confidentiality to the extent permitted by law. However, it is the Proposer's obligation and expense to defend any legal challenges seeking to obtain said information. The City shall incur no liability due to release of information from a Proposer labeled "proprietary" or "confidential."

L. Proposal Material Ownership

All material submitted regarding and in response to this RFP becomes the property of the City of Mountain View and will only be returned to the Proposer at the City's option. Any person may review proposals after final selection has been made. The City of Mountain View has the right to use any or all system ideas presented in reply to this request, subject to limitations

outlined above in “Proprietary/Confidential Information.” Disqualification of a Proposer does not eliminate this right.

M. Multiple/ Alternative Proposals

Proposers may submit more than one proposal to reflect alternative software packages or hardware platforms. However, only one proposal should be identified as the Proposer’s “PRIMARY PROPOSAL” and all others should be identified as “ALTERNATIVE PROPOSAL.” To facilitate our evaluation process, “ALTERNATIVE PROPOSAL” must follow the same format as “PRIMARY PROPOSAL.” Alternative approaches will be given consideration if the approach clearly offers increased benefits to the City.

N. Acceptability of Proposals

The Purchasing and Support Services Manager shall determine which Proposers have met the requirements of the RFP. Failure to comply with any mandatory requirement will disqualify a proposal. The Purchasing and Support Services Manager shall have the sole authority to determine whether any deviation from the requirements of this RFP is substantial in nature. The Purchasing and Support Services Manager may waive or permit to be cured minor irregularities or minor informalities in proposals that are immaterial or inconsequential in nature. Determination of acceptability of proposals shall be at the City’s sole discretion.

The contents of the response of the successful proposal will become contractual obligations if acquisition action ensues. Failure of the responder to accept these obligations in a subsequent purchase agreement, purchase order or contract, or similar acquisition instrument may result in cancellation of further negotiations.

O. Evaluation Committee

The City will have an evaluation committee to review and rate proposals on various qualitative and quantitative criteria. The City will evaluate these proposals and select one vendor or multiple vendors to provide the requested products and services.

P. City’s Unilateral Right

The City reserves the unilateral right to cancel this RFP, in whole or in part, or reject any or all proposals submitted in response to this RFP when such action is determined to be fiscally advantageous to the City as determined solely by

the City. The City also reserves the unilateral right to award a contract in whole or in part, to award a contract to one or more Proposers, to waive or permit cure of minor irregularities, and to conduct discussions with Proposers in any manner necessary.

Q. Evidence of Responsibility

Prior to the award of a contract pursuant to this RFP, the City may require the vendor to submit such additional information bearing upon the vendor's ability to perform the contract as the City deems appropriate. The City may also consider any information otherwise available, but not limited to, price, technical, and qualifications relative to ability, capacity, integrity, ethics, performance record, and experience of the responder.

R. Incurred Expenses

The City will not be responsible for any expenses incurred by Proposers in preparing and submitting a proposal to this RFP.

S. News Releases/Advertising

News releases and/or advertising pertaining to this procurement or any part of the subject shall not be made without prior written approval of the City of Mountain View.

T. Confidentiality

Vendor shall instruct its employees and the employees of any subcontractors to keep as confidential information concerning the business of the City, its financial affairs, its relations with its citizens and its employees, as well as any other information which may be specifically classified as confidential by the City of Mountain View.

III. TERMS AND CONDITIONS

The City of Mountain View standard terms and conditions shall be included in any final agreement. It does not represent the complete terms of a potential agreement that might be negotiated with a vendor selected to proceed to that phase of the project; however, all of the following terms and conditions would be included in such an agreement.

- A. Payment Terms: The City's payment terms are at a minimum, net thirty (30) days after acceptance of approved invoice for service or delivery of

goods. The vendor's invoice must easily match the unit prices listed in this bid and must include the vendor's Social Security number or Federal Tax I.D. number on the invoice. Vendors may offer discounted payment terms and those should be listed on the vendor's response. Proposer may submit any alternative payment terms proposed with Proposer's Pricing submittal.

- B. Time of Delivery/Completion: Time is of the essence on this purchase order. The vendor shall deliver all of the goods or complete all of the services called for under this response within the number of working/calendar days or by the date specified for completion in this response, unless the delays are caused by the City or by Acts of God.
- C. Warranty: The delivered or installed goods, equipment, or services shall be warranted to be free from defects in material and workmanship. The warranty period shall begin upon acceptance by the City. As a minimum, all goods, equipment, and services shall be warranted to operate satisfactorily in accordance with the requirements of these specifications, representations of the vendor, and the published specifications of the manufacturer(s) for a period of at least one (1) year. Any defective goods, equipment, or services shall be replaced or repaired quickly at the City's location during the warranty period at no expense to the City. If repairs cannot be made at the City's location, the vendor shall transport/ship the equipment to a repair facility. All repairs must be completed and the equipment returned to the City within seventy-two (72) hours of a call for service. If the vendor fails to have the equipment repaired within seventy-two (72) hours, the vendor shall provide an equal "loaner" piece of equipment until the City's equipment is returned in operating condition.
- D. Ownership and Collusion—Financial Interest by City Employees: The vendor certifies, by signing this bid, that he/she has not, directly or indirectly, been collusive with any other vendor or anyone else interested in this bid. Additionally, the vendor stipulates that no City officer or employee shall be financially interested, either directly or indirectly, in any contract, sale, purchase, or lease to which the City is a party, and the vendor stipulates that no City officer or employee has greater than five percent (5%) ownership in this company, as per Section 706 of the City of Mountain View Charter.
- E. Assignment: Any purchase order issued as a result of this bid may not be assigned without written consent of the City.
- F. Termination: Any purchase order issued as a result of this bid may be terminated by the City at any time with ten (10) days' written notice. The City will only pay for any goods or services ordered and accepted by the City.

Any payments made in advance will be returned to the City on a prorated basis with the City only paying for those goods or services actually provided.

- G. Funding-Out Clause: Any purchase order issued as a result of this bid may be terminated every June 30 based upon the City Council not funding the purchase of goods or services to be provided in this bid after each July 1.
- H. Nondiscrimination: The vendor shall afford equal employment opportunities for all persons without discrimination because of race, color, religion, sex, sexual orientation, political affiliation, national origin, ancestry, age, marital status, or physical or mental disability.
- I. Applicable Laws and Attorney's Fees: This agreement shall be construed and enforced pursuant to the laws of the State of California. Should any legal action be brought by a party for breach of this agreement or to enforce any provision herein, the prevailing party of such action shall be entitled to reasonable attorney's fees, court costs, and such other costs as may be fixed by the court. Reasonable attorney's fees of the City Attorney's Office, if private counsel is not used, shall be based on comparable fees of private attorneys practicing in Santa Clara County.
- J. Entire Agreement: This agreement contains the entire understanding between the parties with respect to the subject matter herein. There are no representations, agreements, or understandings (whether oral or written) between or among the parties relating to the subject matter of this agreement which are not fully expressed herein. If the attachments or exhibits to this agreement, if any, are inconsistent with this agreement, this agreement shall control.
- K. Insurance Requirements:

All required insurance shall be submitted to the Finance and Administrative Services Department—Purchasing Section within ten (10) days of provisional award. Failure to provide the insurance certificates within the time frame specified by the City shall be cause for the response to be rejected as nonresponsive and not acceptable. The vendor shall maintain insurance in full force and effect during the entire period of performance under contract. Failure to do so shall be cause for termination of the contract.

All policies must have a thirty (30) day noncancellation clause giving the City thirty (30) days' prior written notice in the event a policy is canceled. At the end of each contract year, the City reserves the right to review insurance requirements and to require more or less coverage depending upon

assessment of the risk, the vendor's past experience, and the availability and affordability of increased liability insurance coverage.

Insurance coverage must be from an insurance carrier licensed in the State of California and rated "A" or better by the *A. M. Best Key Rating Guide*.

The following coverage shall be required:

- a. Commercial General Liability/Automobile Liability Insurance: The Contractor shall obtain Commercial General Liability insurance and Automobile Liability insurance in a minimum amount of One Million Dollars (\$1,000,000) per occurrence. If a general aggregate limit is used, either the general aggregate limit shall apply separately to this contract or the general aggregate limit shall be twice the required occurrence limit. The Contractor's insurance coverage shall be written on an occurrence basis.
- b. Workers' Compensation Insurance: The Contractor shall obtain statutory Workers' Compensation insurance and Employer's Liability insurance in a minimum amount of One Million Dollars (\$1,000,000) per accident.
- c. Acceptability of Insurers: Insurance is to be placed with insurers with a current *Best Rating* of A:VII unless otherwise acceptable to the City.
- d. Verification of Coverage: Insurance, deductibles, or self-insurance retentions shall be subject to the City's approval. Original Certificates of Insurance with endorsements shall be received and approved by the City before work commences, and insurance must be in effect for the duration of the contract. The absence of insurance or a reduction of stated limits shall cause all work on the project to cease. Any delays shall not increase costs to the City or increase the duration of the project.
- e. Other Insurance Provisions:
 - (1) The City of Mountain View, its officers, officials, employees, and volunteers are to be covered as additional insured by Endorsement CG 20 10 11 85 for Commercial General and Automobile Liability coverage.
 - (2) For any claims related to this project, the Contractor's insurance coverage shall be primary and any insurance or self-insurance

maintained by the City, its officers, officials, employees, and volunteers shall not contribute to it.

- (3) Each insurance policy required shall be endorsed that a thirty (30) day notice be given to the City in the event of cancellation or modification to the stipulated insurance coverage.
- (4) In the event the Contractor employs subcontractors as part of the work covered by this agreement, it shall be the responsibility of the Contractor to ensure that all subcontractors comply with the same insurance requirements that are stated in this agreement.
- (5) Approval of the insurance by City or acceptance of the Certificate of Insurance by City shall not relieve or decrease the extent to which Contractor may be held responsible for payment of damages resulting from Contractor's services or operation pursuant to this agreement, nor shall it be deemed a waiver of City's rights to insurance coverage hereunder.
- (6) If, for any reason, Contractor fails to maintain insurance coverage that is required pursuant to this contract, the same shall be deemed a material breach of contract. City, at its sole option, may terminate this contract and obtain damages from Contractor resulting from said breach. Alternately, City may purchase such required insurance coverage, and without further notice to Contractor, City may deduct from sums due to Contractor any premium costs advanced by City for such insurance.

L. Hold Harmless

Contractor shall defend, indemnify, and hold City, its officers, employees, and agents harmless from any liability for damage or claims of same, including, but not limited to, personal injury, property damage, and death, which may arise from Contractor or Contractor's contractors, subcontractors, agents, or employees' operations under this Agreement. City shall cooperate reasonably in the defense of any action, and Contractor shall employ competent counsel, reasonably acceptable to the City Attorney.

IV. DEFINITIONS

Proposer shall refer to the individual, partnership, company, or corporation that provides information to the City in response to this RFP.

The City and **City** are used interchangeably and refer to the City of Mountain View, California.

As used in this document, the term **4G** refers to network infrastructure and data-only services based on Long-Term Evolution (LTE) only.

WCDMA (UMTS) based technologies, including those using evolved high-speed packet access (HSPA+), are referred to as **3G**.

EDGE, GPRS, and older technologies are referred to as **2G**.

Device, equipment, modem, mobile router, mobile gateway, and network access device may be used interchangeably and all refer to the device or equipment used to provide access to the wireless wide-area network (WWAN).

V. SPECIFICATIONS

A. General Description

The City of Mountain View ("City") is soliciting proposals from qualified firms ("Proposers") to provide wireless mobile broadband data equipment to be used in public safety vehicles to provide always-on data connectivity to the City's network and the relevant public safety systems used by first responders. The City seeks best-in-class equipment specifically designed for public safety vehicular use, as well as pre- and post-sales service and support.

B. Background

1. The City has approximately 55 fixed-mount data devices, installed in both police and fire vehicles. In all cases, the devices are installed in the vehicles and connected to a Data911 mobile data computer (MDC) via CAT5 Ethernet cabling, as well as to vehicle power and one or more suitable external antennas (for both the appropriate radio spectrum bands as well as GPS). In most of the existing police sedans (Ford Crown Victoria Police Interceptors), the data device is mounted in the trunk of the vehicle, while the MDC is mounted in the glove box. In specialty vehicles such as pickup trucks, SUVs, and the Fire Department's specialty fire apparatus, the data device may be found in various locations based on the arrangement of the vehicle and suitable mounting locations.

As of the writing of this document, the City has begun to convert its police patrol vehicle fleet to the Chevrolet Caprice "Police Patrol

Vehicle” (PPV). The City will continue to mount the mobile data modem/device in the trunk of the new Chevrolet PPV sedans. The MDC central processing unit (CPU) enclosure, however, will now be mounted in the trunk of the Chevrolet Caprice PPV’s.

2. All vehicle installations rely on 12VDC connections to vehicle power, as well as external antennas for data, GPS, and WiFi, as applicable to the installation. The City typically controls the power to the existing data devices (modems) via the on/off function of the MDC – when the MDC is turned on, the data modem receives power via a relay. When the MDC is shutdown, the power to the data modem is turned off.
3. The City uses NetMotion Mobility as its mobile VPN/security/session persistence middleware. There are no plans to change this solution at this time.

The City currently uses AT&T Mobility as its wireless data service provider. There are no plans to switch providers at this time.

4. The City is privately connected to the AT&T mobility network and uses a private APN for access to its internal network. Data communications between the City’s public safety network and public safety vehicles do not traverse the public Internet. The City does not use its Internet-facing ISP connection as an entry point for public safety users’ network traffic.
5. At the time of the writing of this document, the City is pursuing a conversion to 4G/LTE service from AT&T Mobility, as well as a new private connection and APN on the AT&T LTE network.

C. Requirements

1. Wireless Mobile Broadband Data Equipment Requirements
 - a. The City seeks proposals that include the necessary equipment, pre- and post-sales hardware and technical support, warranty coverage, and optional on-site training to facilitate the replacement of the City’s existing 3G mobile data devices for public safety vehicles. The City seeks a solution that provides state-of-the-art wireless data devices designed for public safety vehicular use, have modern 4G/LTE radio modules, with 3G and 2G fallback capabilities, and that are certified for use on the AT&T Mobility network.

- b. The proposed devices must be designed for use with 12VDC power in permanent vehicular installations and intended for continuous use in dusty conditions, subject to extremes in both humidity and temperature.
- c. The proposed equipment (or its WWAN radio modules, as applicable) must be certified for use by AT&T. Evidence of certification or confirmation from AT&T that the device is certified for use on their 3G and 4G networks shall be submitted with your proposal.
- d. The City is NOT requesting proposals for new data/WiFi/GPS antennas to go along with the proposed wireless mobile broadband data equipment. Currently, the City equips its public safety vehicles with dual "AntennaPlus" data/GPS/WiFi antennas, so that diversity receive capability is available, along with GPS/WiFi antennas as well, depending on installation. Proposers are free to include other proposed antenna(s) to be used with their solution, but it cannot be a requirement that they be used. If antenna equipment is proposed, it must be listed in the optional equipment/services section, and not part of "base pricing" for the proposal.
- e. The City is desirous of a flexible, modular network access device for installation and use on public safety vehicles. The ideal solution is a device designed for vehicular use that has two or more Wireless Wide-Area Network (WWAN) module capability, with the capability of using multiple WWAN modules that would allow the City to operate on the incumbent WWAN (AT&T), as well as another WWAN (whether another commercial network or a private network).
- f. Also required are 802.11 b/g/n WiFi (both access point and client/infrastructure modes), Ethernet network capability with DHCP services, as well as network switching and routing capabilities.
- g. Industry standard GPS capability, with NMEA (preferred) or TAIP vehicle position, velocity, and direction sentence types, is required for all proposals. Communication via Ethernet (TCP/UDP) to the vehicle computer is highly desirable. The City's vehicles are not currently cabled for serial (RS-232) communications. See additional

information at the end of Section 2, "Proposal Pricing Requirements".

- h. Please note that proposing the use of USB stick, "air card," or "hotspot" type devices for public safety vehicles will not meet the City's needs. However, proposals that include purpose-built mobile routers/gateways that utilize USB-interface WWAN modems as the radio module, provided they meet/exceed the City's other requirements, are acceptable.

2. Proposal Pricing Requirements

The City seeks flexible purchasing and configuration options with respect to the proposed devices. The second WWAN module, for example, may not be needed initially and purchased/installed in the future. WiFi capabilities may not be required for all vehicles. As such, the City has identified two base configurations that ALL proposals must meet to be considered, along with two optional configurations that may be proposed.

A proposal that includes devices or equipment meeting the base configuration(s) but that do not support the second WWAN module capability will be considered. Highly desirable is a flexible, modular solution that allows WWAN modules to be swapped out due to a wireless data provider change, or the addition of a second WWAN module for use with another carrier or FirstNet (National Public Safety Broadband Network), when available.

Multiple proposals are acceptable as well, if the Proposer has multiple product lines that include significantly different features and capabilities.

Required from all Proposers:

Base configuration: Single WWAN (AT&T), GPS, No WiFi

Base configuration w/WiFi: Single WWAN (AT&T), GPS, and WiFi

Desirable, but optional, configuration options:

Option 2 configuration: Dual WWAN (AT&T + TBD), GPS, No WiFi

Option 3 configuration: Dual WAN (AT&T + TBD), GPS, and WiFi

Please describe how your proposed solution meets or exceeds the above requirements:	
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WiFi operation modes—The City currently does not have access to a dedicated, secure, outdoor WiFi network for public safety personnel. Initially, the intended use for WiFi on the public safety vehicles would be to facilitate a “vehicle area network” within which the public safety employee could use secured access from their WiFi-equipped device (tablet, phone, etc.) through the proposed vehicle-mounted broadband device, and either to the vehicle-mounted MDC, or if needed/desired, routed back to the City computing facilities via the vehicle-mounted broadband device and the appropriate WWAN connection. In the event that the City builds or obtains access to dedicated outdoor WiFi for use by public safety personnel, the intent would be to facilitate BOTH the “vehicle area network” via access point mode AND access to the outdoor WiFi network via WiFi client mode, simultaneously. The City is aware that simultaneous WiFi access point and client (infrastructure) mode operation presents challenges and has some limitations. Vendors must clearly state the capabilities of their solution in the above scenarios, and whether simultaneous access point/client mode operation is provided, as well as any limitations therein.

Please describe whether your proposed solution meets the above WiFi modes of operation requirements:	
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<p>If you are proposing a device of your manufacture, do you also manufacture the WWAN radio module(s) or obtain them from another company? If sourced from another company, provide the radio module details (manufacturer, model/part no., etc.):</p>	
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In the City's current environment, all public safety vehicular modems are configured to automatically connect to the incumbent carrier's network, and (if dropped due to coverage issues) to continuously attempt to reconnect, without intervention by the user/operator of the vehicle's mobile computer. In addition, the City's existing devices are configured to "ping" an internal City server every 30 seconds, at all times, to ensure that its data session context with the carrier is maintained, even when idle or not actively sending/receiving data. This ensures that the device is connected and ready to send/receive data, at all times, and without delay.

<p>Describe the manner in which your proposed solution meets or exceeds the above requirements for always-on connectivity in the public safety environment:</p>	
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Public safety users require transparent and seamless roaming between networks, graceful "fallback" from 4G network back to 3G network, with transparent and seamless "step up" back to 4G when they re-enter a 4G-covered area. Will "data sessions" (modem/device registration, data session context, active IP sockets) survive 4G-to-3G handoff (and vice-versa) or will the session be torn down and have to be re-established?

Describe the manner in which your proposed solution meets or exceeds the above requirements for transparent and seamless network transitions in the public safety environment:	
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Multiple 100/1000Mbps Ethernet ports for two or more computers, with DHCP server and routing/switching capabilities (LAN to LAN, or LAN to WWAN, as required)

GPS receiver with the following features:

- Access via TCP or UDP network with option for multiple reporting servers/targets for GPS position fix packets, with custom TCP/UDP port number(s) and reporting interval(s).
- Ability to select from any NMEA or TAIP sentence format.
- Note that GPS position and speed fix reporting capability is a minimum requirement, and that compatibility with the Police and Fire Department's host computer application, Intergraph "Mobile for Public Safety" (MPS), is required. The host application can accept either an industry standard serial input (less desirable) or a TCP/UDP packet-switched input from the mobile broadband data device (most desirable). The City's public safety vehicles are no longer equipped with serial (RS-232) cabling. Any proposal in which serial communication via RS-232 cable is proposed as the means of GPS receiver-to-vehicle computer communications must include the manner in which the vendor proposes to equip the City's vehicles with this cabling.

Describe the manner in which your proposed solution meets or exceeds the above requirements for Ethernet network connectivity and GPS receiver capabilities:	
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3. Maintenance and Management Requirements

Note: The City is aware that various value-added device/fleet management products and services are being offered by vendors in this market, at additional one-time and/or recurring cost. The requirements listed below MUST be included with the proposed solution at no additional cost. Vendors are free to propose OPTIONAL additional management services or features elsewhere in their proposal, but these must be clearly identified and pricing (if applicable) listed in the “optional” section of the pricing proposal.

The proposed mobile devices/equipment must include GUI-based (web browser or dedicated Microsoft Windows application) management capabilities that allow easy access by authorized support personnel to configure, manage, monitor, and troubleshoot the devices/equipment. Access to the GUI-based management interface MUST be supported both locally (via a computer directly connected to the device), via WiFi, if so equipped, AND via “over-the-air” access via the WAN connection(s).

The proposed mobile devices/equipment must also provide firmware/software upgrade capability, via the management interface, both locally, via WiFi, if so equipped, and “over the air,” via the WAN connection(s).

Describe the manner in which your proposed solution meets or exceeds the above requirements and confirm that they are included at no additional cost:	
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4. Warranty, Service, and Technical Support Requirements

Note: The City’s standard terms and conditions, with respect to warranty, technical support, and other relevant terms, are minimum requirements. Vendors shall describe below the duration and term, service levels, etc., of all hardware warranty, software maintenance, and technical support that are included with the proposed solution. In no case will the warranty, software maintenance, or technical support period(s) described here be LESS than that required by the City’s standard terms and conditions. OPTIONAL additional hardware and

software/technical support offerings can be included elsewhere, but must be clearly identified and pricing specified in the optional pricing section of the proposal.

Describe the included warranty coverage details, including the warranty period duration, RMA process and terms, and who is responsible for shipping cost, etc.:	
Describe the included technical support details, including hours of operation, and method(s) of contact supported (telephone, e-mail, etc.):	
Is software maintenance/technical support offered for the lifetime of the device? Only during the included initial warranty period? Some other duration?	

<p>Postwarranty support – Are additional years of hardware warranty coverage available, if desired? If so, is technical/ software support included as well? Please note that any optional, additional support options with one-time or ongoing costs must also be described and costs clearly identified in the “Optional services and products” section of this document, as well as the pricing worksheet.</p>	
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5. Conversion of Cabling and Connectors in Existing Public Safety Vehicles

The bulk of the City’s existing public safety vehicles have Sierra Wireless MPxxx and GXxxx model modems. The modular (“Molex” style) connector present in these vehicles uses three of the four pins in the City’s configuration. Pin 1 (Red) is +12VDC “hot” wire from the vehicle battery. Pin 2 (Black) is the ground/return wire. Pin 3 (White) is used for ignition sense (connected to the Data911 CPU power trigger connector). Pin 4 (Green) is the digital input/output line, which is not used by the City.

The City requires the successful Proposer to include the required adaptor or connector that would allow the existing cabling in the vehicles to be adapted to the new broadband data device or equipment without having to run new cabling through the vehicle. This could be accomplished by an adapter that is connected to the existing Sierra Wireless modular plug, terminating in the proper form factor for the Proposer’s device, or by the removal of the existing connector, and reterminating the three wires as required. Proposers must clearly state the method they plan to employ to accomplish this task, and whether the City or its contracted emergency vehicle upfitter will be required to perform any cabling or connector changes to successfully install the proposed equipment.

Describe the manner in which you propose that the existing power connections in City public safety vehicles will be converted or adapted to the proposed devices or equipment:	
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6. Validation of Proposed Solution/Evaluation Equipment

Due to the complexity of the solution, compatibility with the City's incumbent wireless carrier, and other technical factors that cannot be known in advance, the City requires the ability to validate the proposed solution in the operational environment as part of the selection process. The City may opt to validate the proposed solution in an operational environment and with the City's vehicles and with the incumbent wireless carrier. The City may, at its option, require Proposers to provide one or two sample/ evaluation devices or sets of equipment to employ for this purpose, for a reasonable period of time not less than 30 days, at no cost or obligation to the City. The sample/ evaluation equipment would be installed temporarily in public safety vehicles and evaluated. The City will provide the SIM card and wireless carrier subscription and its own antennas and cabling.

Please acknowledge this requirement and include your approach to the City evaluating your solution in an operational environment:	
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D. Required Supplemental Information

1. References: All Proposers must provide three (3) references for the procurement of similar devices, equipment, and services within this past three (3) years, and in which they are used in a public safety (police, fire, EMS) vehicular environment. Reference information shall include a designated point of contact including phone number and e-mail address.
2. Installation/Configuration/User Manuals: Each proposal shall include a complete set of printed installation, configuration, and user manuals, for the City's review.

E. Optional Services and Products

Proposers may include optional services and/or products, as discussed previously, and listed below.

Onsite training/installation support: Proposers may include up to 16 hours of onsite installation, configuration, and management training for designated City personnel that will be supporting the selected solution. The onsite services may be broken up between the City of Mountain View police/fire administration building, City of Mountain View "fleet services" facility, and/or the City's contracted emergency vehicle installation shop in north San Jose, California. Subject to approval by the City, this option could be fulfilled via the use of a reseller or local firm authorized and trained by the proposer to provide these services.

Please note that any company providing services at City of Mountain View facilities may be required to provide proof of required insurance coverages, including but not limited to general commercial liability, automobile, and worker's compensation. If required, acceptance of insurance coverage(s) is at the sole discretion of by the City's risk manager. The City reserves the unilateral right reject proposals outright, or to reject the use of resellers or other subcontractor firms due to lack of acceptable insurance coverages or insufficient insurance carrier ratings. Proof of required insurance coverage(s), if needed, will be required before any purchase order(s) are issued.

F. Summary Price Worksheet

The City expects to purchase a total of sixty (60) modems, that may include a combination of WiFi enabled modems and non-WiFi enabled modems.

Pricing is requested for both configurations, with the City making a final determination at time of award.

Please note that the “Option 2” and “Option 3” configurations shown below are for a multi-WWAN capable device, but in which the second or subsequent WWAN module slots are (at time of purchase) not populated. Additional WWAN module description and pricing, if applicable, should be disclosed with Item No. 5, below.

Any items involving recurring or subscription-based pricing should be quoted on a “per-device, per-year” basis.

Item	Qty	U/M	Description	Unit Price	Ext Price
			Option 1: Base Configuration		
1	60	Ea.	Single WWAN (AT&T), GPS, No WiFi		
2	60	Ea.	Single WWAN (AT&T), GPS, and WiFi		
			Option 2 Configuration		
3	60	Ea.	Dual WWAN (AT&T + TBD), GPS, No WiFi		
			Option 3 Configuration		
4	60	Ea.	Dual WWAN (AT&T + TBD), GPS, and WiFi		
			Additional Options		
5	60	Ea.	Additional WWAN modules, if proposal includes two or more WWAN module slots		
6	60	Ea.	Antenna equipment (if dual antennas proposed, price proposed should be per vehicle		
7	60	Ea.	Optional fleet/device management services (one time and recurring annual cost, per vehicle, for 1, 2, or 3 years)		
8	60	Ea.	Optional extended hardware warranty (Annual cost for year 2 , per modem/gateway/device)		
9	60	Ea.	Optional extended software maintenance/technical support coverage (if not included in Item No. 8) - (Annual cost for year 2, per		

			modem/gateway/device)		
10	60	Ea.	Other optional services or products, as required (please specify)		

The City reserves the right to modify the scope of products and services at any time before execution of an agreement, and to add, delete, or otherwise amend any item(s), as it deems necessary, in its sole judgment, and in the best interest of the City.

G. REFERENCES

Provide a minimum of three (3) references where work of a similar size and nature was performed within the last five (5) years. This will enable the City of Mountain View to judge the responsibility, experience, skill, and business standing of the Bidder.

Client Name: _____ Contact Name: _____

Address: _____ Phone Number: _____

_____ Fax Number: _____

Date of Project (when was work performed): _____ E-mail Address: _____

Describe what product or service was provided: _____

Client Name: _____ Contact Name: _____

Address: _____ Phone Number: _____

_____ Fax Number: _____

Date of Project (when was work performed): _____ E-mail Address: _____

Describe what product or service was provided: _____

Client Name: _____ Contact Name: _____

Address: _____ Phone Number: _____

_____ Fax Number: _____

Date of Project (when was work performed): _____ E-mail Address: _____

Describe what product or service was provided: _____
